



# Corporate Profile

[www.monneotek.com](http://www.monneotek.com)



# Our company

---

We are Monneotek – a Bengaluru-based new-age software product and technology service design company provides high quality software development services through Leadership, Change and Inspiration for measurable results.

Clients ranging from Fortune 500 companies to start-ups leverage our technology expertise, deep industry knowledge and proven delivery methodologies turning ideas into effective business solutions.

We are a strong team of highly qualified professionals who push ourselves to create products and solutions that push technology, so that our clients can push the boundaries of conventional thinking.

# Our journey

2010

## Founded

Founded in 2010 to work passionately for pursuing product development and solutioning with the approach to diversify into product development and services through dedication and hard work

2018

## Success

In the year 2016, we brought more ideas to life by launching a unique Healthcare Information Management system and continued our journey of creating niche products to meet market demands through extensive research, identifying the pain points of the customers and addressing them with our unique products

2020

## Now

As of today, we have at least one stunning product or application in each of the sectors – Pharma, Retail and Financial Sector

Currently we are helping customers through offerings that not just look good but bring the required results in improving their businesses' by leveraging our industry-wide experience, deep technology expertise, comprehensive portfolio of services and vertically aligned business model.

Our dedicated 'Centers of Excellence' enable us to harness the latest technology for delivering business capability to our clients. In India, Monneo's offerings spanned across R&D and Technology Services, Enterprise and Applications Development, Product Development Systems Integration and Disruptive Technologies.

Our products ensure optimized utilization of natural resources, capital and talent. We are a trusted partner of choice for global businesses seeking to 'differentiate the front' and 'standardize the core' through technology interventions.

# Karunakar Reddy

## Founder & Chairman

Non-Linear Thinker, Futurist and a Self-driven and motivated entrepreneur with a passion of making things exponentially better than what they are - be it people, process or technology. More than 15 years of experience in successfully running organizations like iSquareSoft (Staffing - India) and MonneoTek (Products and IT Services solutions provider – India and overseas). Known for setting up new businesses and turning them into sustainable and efficient operations, integration of divisions and functions and leading process transformation for cost and operational efficiencies. Established track record of success and extraordinary achievements in building and sustaining ventures from simple ideas to well organized enterprises. Thorough professional with well-developed leadership, communication, coaching, mentoring and interpersonal skills.

Skilled at managing customer relations, achieving user satisfactions, driving results, monetizing on investments, problem solving, maximizing performances, offering innovating solutions, leveraging decisiveness, implementing solutions and transforming strategic plans to tactical initiatives.







# Kishore K V

## Chief Operating Officer

---

Highly effective Operations Executive with success at setting up and operating large-scale businesses and P&Ls. More than 20 years of experience in developing strategic plan to advance the company's mission and objectives and to promote revenue and profitability. Expert at overseeing operations of the company, supervising and directing the work of executives to insure production efficiency, quality, service and cost-effective management of resources. Advocate of system integrations and influential at transformational changes that help in adapting to the ever-changing business environment. Excellent at creating, establishing, implementing and communicating corporate policies that promote company's culture and vision through governance and an open-door policy.

Skilled at strategic vision implementation, business and financial acumen, employee empowerment, performance analytics and campaign management. Known for multi-tasking in dynamic environments for driving growth and executing plans. Committed to cost-effective management of resources and delivering quality outputs. Demonstrated ability of managing business activities like P/L responsibilities, maximizing utilization, top-line and bottom-line optimization, building consensus, change management, partnering and collaborating with senior leaders and stakeholder management.



# Sham Prasad

## Chief Technology Officer

Accomplished Senior Technology Executive driven to create impact by solving problems and creating values by driving innovations, leading technology adoption, delivering creative and innovative tools and client-centric and value-driven solution. More than 26 years of experience of Requirements Analysis, User Experience, Agile Methodologies, User Interface Design and Application Architecture. Certified on multiple technologies, Project Management and Service Management. Core Competencies include Product Strategy, People Management, Product Lifecycle Management (PLM), Digital Product & Business Management, Program & Portfolio Management, Strategic Planning and Business Analysis with focus on ERP solutions, Digital Transformation, Advanced Analytics, emerging technologies (Machine Learning, Blockchain and Artificial Intelligence) and Cloud Computing.

Experts at solutioning and building products to meet customer requirements and expectations, having 8 IT products to his credit in the areas of Healthcare, Retail, Pharma and Financial domains. Data-driven and committed to design coherent enterprise platforms. Masterful problem solver connecting the business needs of the clients with technology solutions. Responsible for outlining the company's technological vision, implementing technology strategies and ensuring that the technological resources are aligned with the company's business needs. Established skill competency in evaluating technologies and discovering niche products. Ability to elicit detailed technological requirements by partner clients for bridging the technological gaps with enhanced product versions and upgrades.

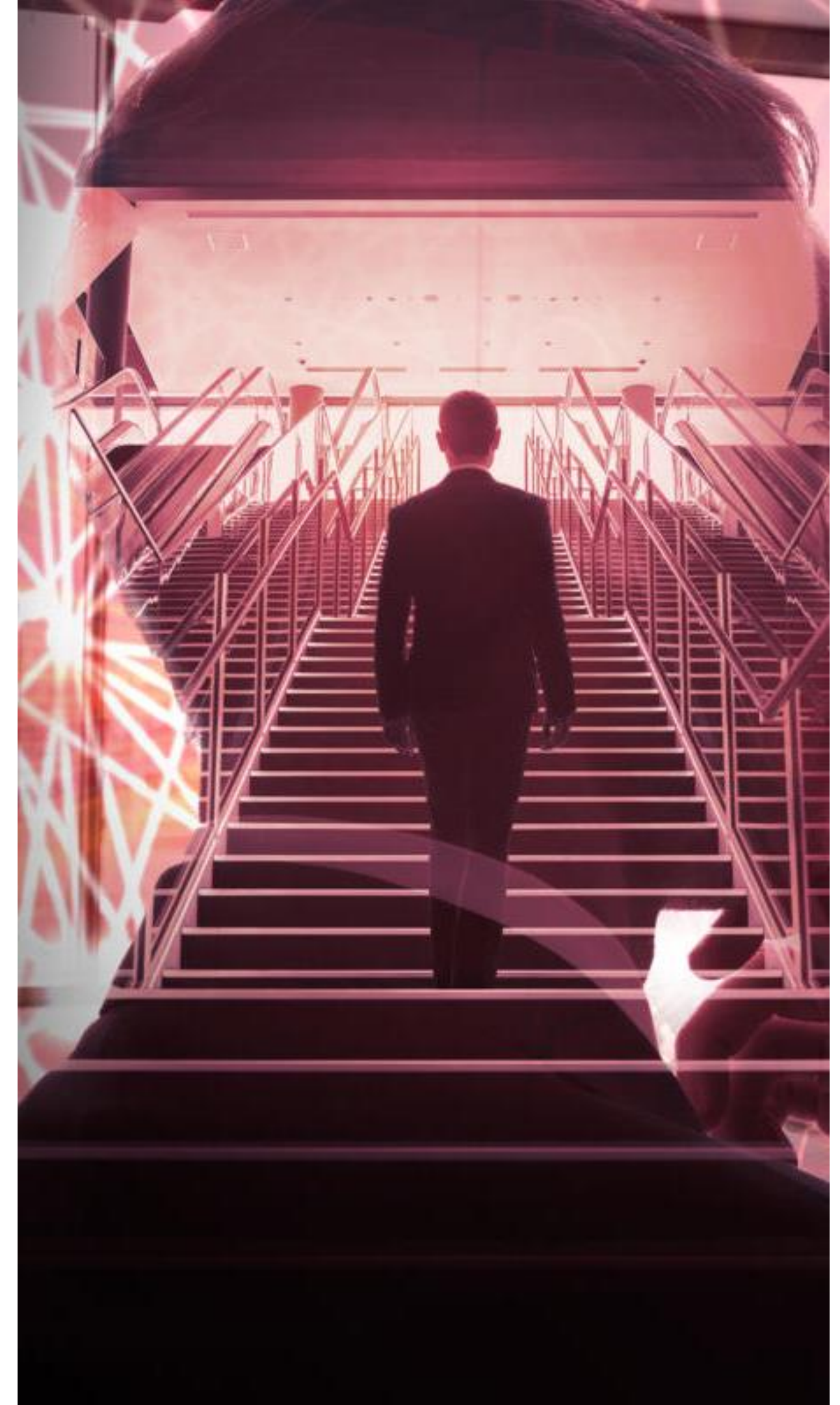


# Ravishankar K

## Chief Information Officer

IT Business Partner and Digital Business Transformation Leader with more than 22 years of experience in Digital, IT Infrastructure, Enterprise Applications, Information Security and IT Governance & Compliance. Experienced in partnering with CXO's on business strategy, analysis, planning and executing IT strategies with high level of service delivery and customer satisfaction. Strong background of empowering the IT department with implementing progressive information solutions for all internal operations. Diverse outcome-based expertise in taking executive decisions regarding matters such as the purchase of IT equipment from suppliers and creation of new IT systems that are secure, cost-efficient and with reliable infrastructure. Responsible for the digital transformation of the organization with innovation, cross-functional technology leadership and collaboration capabilities.

Well-versed in setting objectives and strategies for the IT department, providing product support, ensuring quality assurance, planning and developing new operating models and designing and customizing technological systems and platforms to improve customer experience. Expert at strategic planning with budget forecasting, CapEx and OpEx management, aligning IT investments with business vision and goals, controlling and monitoring, cost optimizations, people leadership, process improvement, performance management, selecting and implementing suitable technology to streamline all internal operations and optimizing internal processes to attain strategic benefits for the organization. Adept at identifying viable opportunities for IT innovation.





# Sobhan A

## Vice President – Business Development

---

Goal-driven Senior BD Executive with passionate about creating business / category / product development strategies ensuring sustainability with a focus on innovation and execution.

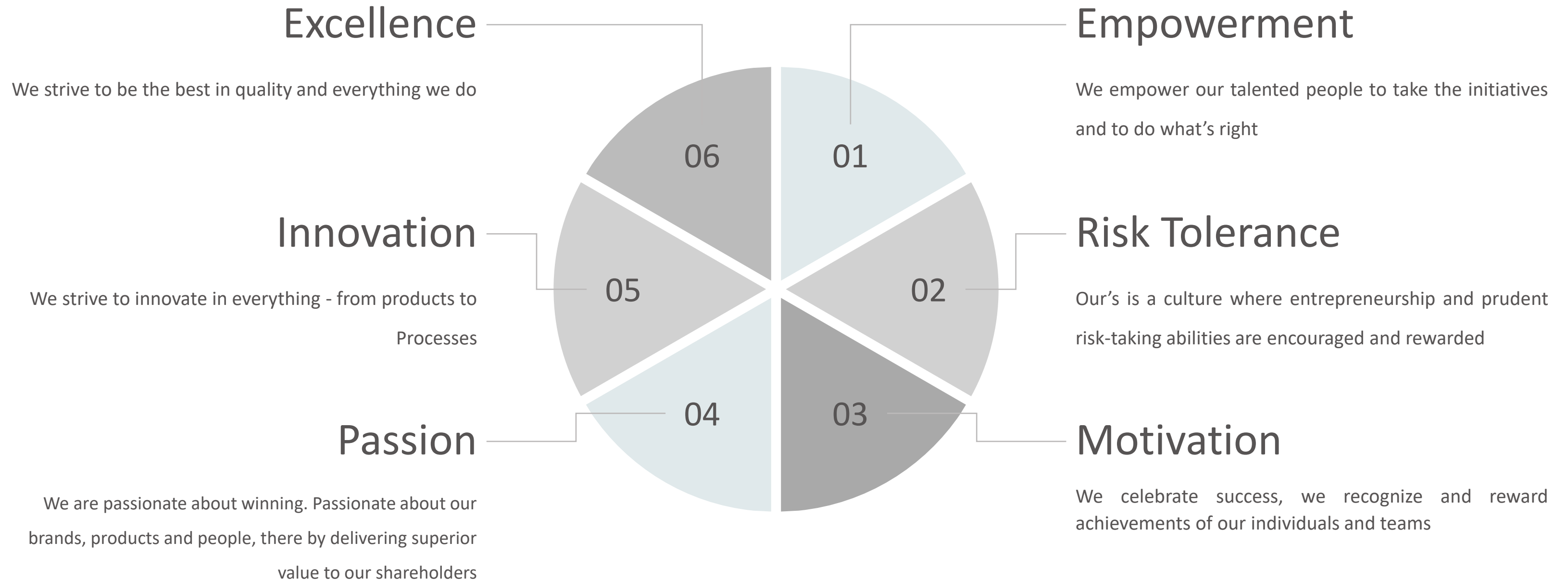
More than 17 years of experience in generating business in India through Partner & Alliance management, revenue planning, marketing, product management, GTM strategy, identifying new revenue stream, team management, key account management, presales and customer-value maximization and customer relationship management. Prominently focused at scoping new geographies and expanding business to new locations such as Caribbean Islands, Canada and the US. Strong analytical and communications skills. Excellent at managing client acquisition, lead generation and prospecting for potential new clients and turning them into increased business, researching prospective accounts in targeted markets, pursuing leads and following through to a successful agreement.

Proven expertise in strategic and tactical business leadership through managing business process change to achieve maximum results with effective planning, organization and communication skills as well as a solutions-oriented approach. Knowledgeable for the IT market possessing the ability to map the value chain and ecosystem of clients, partners and competitors by being in the front line to build and establish partnerships and alliances.



# Values

We understand that our technology services have a chance to drive innovation through our values. Everyday, every project, every milestone, every deployment and implementation and every client interaction operates on the guidelines of providing the best quality.



A man with short, dark hair and a beard, wearing black-rimmed glasses and a white button-down shirt, is looking down at a tablet computer he is holding with both hands. The background is a bright, out-of-focus office interior with white walls and shelves.

# Niche

We serve customers with a deep focus on innovation, extensive expertise in digital technologies through our legacy platforms that entail innovative bespoke software solutions enabling established and emerging businesses to deliver exceptional customer experience and measurable success in line with their business goals. We emerge as leaders in providing specific HRMS driven solutions, that allows the user to utilize the applications covering activities involved in Payroll, Time Shift, ESS Portal, Recruitment, Training, Exit Management, PMS Application and Travel Desk.

# Trademarked solutions

Our Trademarked Platform Dr ALLCAPS built to provide pragmatic solutions across the gamut of Patient Self Service Portal, Tele Medicine, In Patient, Out Patient, Lab Module, Pharma Module, Solutions for Government Programs, is available as Cloud and On-premises solution





# Finance

## Need for an Accounting Software?

A well devised Accounting Software evaluates and takes care of the financial status of the business and provides an in-depth and comprehensive financial report, reduces man hours, offers cost optimized solutions and reduces manual errors owing to the digitalized automation of process. These software track incoming cash and outcoming expenses and can help can forecast future cash flows, easily tracking down late payments and turn the tedious task of getting paid into something much easier

- They assist in managing
- Accounts for the business
- Invoices and bills
- Reporting taxes
- Budgeting
- Reports



# eCATaskTracker by Monneo

eCATaskTracker enhances dependable business performances by linking it to independent variables like Efficiency, Reliability, Ease of use, Data quality and Accuracy

The cloud-based and on-premise Chartered Accountant's Practice Management solution accessible both on Web and Mobile(Android), that helps Chartered Account connect with clients and employees in managing the accountancy, statutory filings, instruments, licenses, renewals, statements and reports for all activities related to chartered accountants

---

## FEATURES

- Dashboard : Real-time glimpse of
  - Work
  - New Clients
  - Employee Tasks
  - Performance
  - Financial Status
- Revenue Generating Tasks and Non-Revenue Generating Tasks
- Customer portal which has all the information on the tasks, filings, Invoices and Pending payments
- The facility to raise request from their login and initiate it as a task without visiting CA's office
- CAs can manage the deliverables of each client on the financial requirements, tracking closure of filing tasks
- Auditor can track and manage all his works on the GO (Mobile)
- Email and SMS to the clients on statutory financial filing timelines
- A clear view of pending tasks and remittances and fee remitted against the tasks
- Reconciliation of work performed Vs revenue generated
- Employee Performance Evaluation, Rewards and Awards







# Healthcare

## Emphasis on Patient Experience

Patient experience is a consolidation of all the interactions – the moments of truths, that occur between the patients and healthcare participants. Transitioning from a drug-centric and treatment-centred model to patient-centric and service-related models poses a huge challenge for all the stakeholders in the healthcare ecosystem

## Our Products

- Citizen Health Services
- ePrescription - OPD
- InPatient
- Tele Medicine
-



# Problem Statement

Customer experience is pivotal to the success of any business. By staying ahead of the curve, healthcare sector too is turning its attention to patient experience. Giving vital importance to a patient's journey and key unmet needs and including data insights has made the sector more cause-driven and empathetic. Patients are getting more involved, savvy, participating at a greater level with their healthcare footprint, engaging more in their treatment journeys and expecting enhanced access to care.

## Expectations from the stakeholders in the Healthcare Ecosystem

A patient's expectations in today's fast-paced world is:

- Easy appointment bookings with doctors
- Facility to call/chat with the doctor
- Seeking second opinions on medical advices
- Scheduling an appointment for a Diagnostic Test(s) hassle-free
- Scheduling deliveries of medicines instantly



## Expectations from Doctors, paramedics and clinic staff

- To serve the patients better, doctors and paramedics are looking out to store patient records safely and sharing health records and reports with other doctors with equal ease and security, thus enhancing doctor-to-doctor communication.
- Internally, the hospital and clinic staff are expecting systems that can support raising of tickets quickly to expedite patient care. Laboratories are wanting to stay connected round the clock with the doctors and the patients.

## Expectations from the Hospital Businesses

- The business end of healthcare needs exponential marketing efforts through health bulletins, videos, webinars and presentations.



## Expectations from the Government

- Government is working towards curbing issues around illegible medical prescriptions, which are causing lot of deaths.

# How can digitalization help the scenario?

- The goal for the whole healthcare ecosystem should be to improving clinical outcomes, enhancing coordination, reducing costs and upgraded efficiency across the treatment journey of the patients.
- This can be attained by digitized processes and systems and analysing it to gather insights.
- Technological transformations of the healthcare ecosystem possible – which can blur the healthcare boundaries and reshaping business operations in the industry.
- The aim has to be enabling healthcare systems that offer appropriate, high-quality and enhanced patient-centric healthcare, at the finger-tips of the patients through the ability to share data and content and create personalized interactions remotely using digital suites and contemporary technologies like Blockchain.



# Advantage given by Monneo

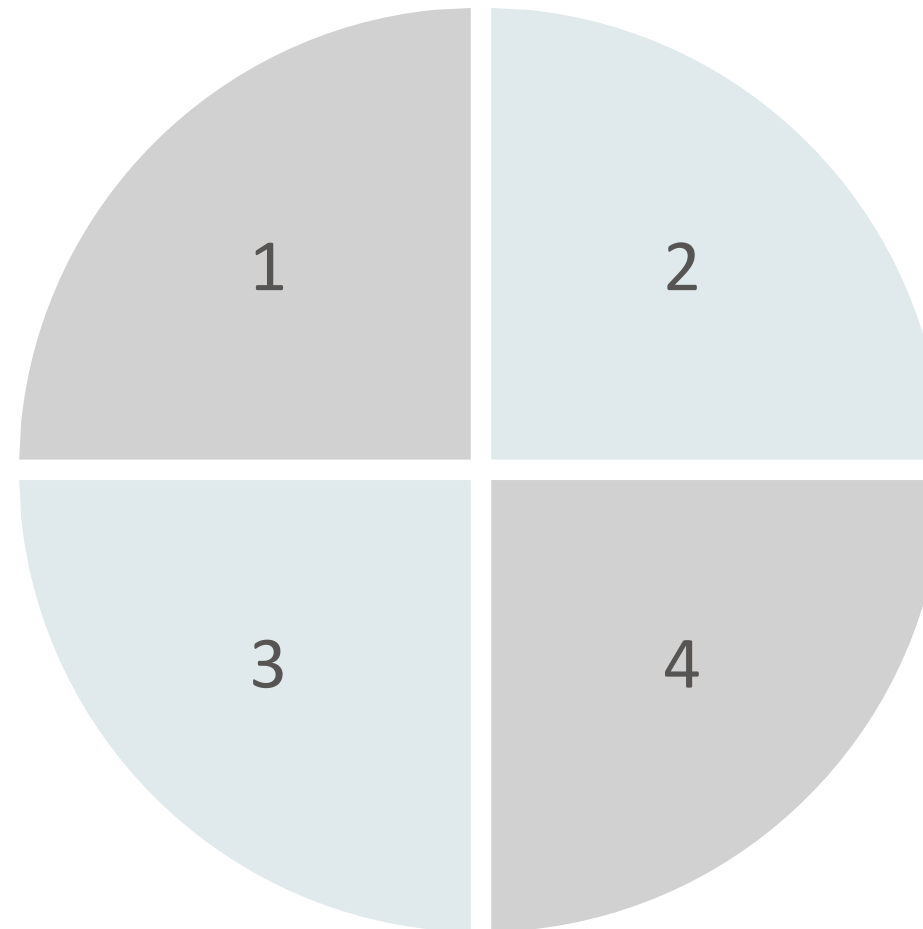
Monneo's Digital Solutions cover the expanse of Patient Self Service Portal, Tele Medicine, In Patient-Out Patient, Lab Module and Pharma Module

## Better Financial Outcomes

- OP To IP To OP transfer of Patient Information and a consolidated Patient Information: Streamlined healthcare services and operational effectiveness by reducing the time to enter all the details multiple times

## Efficient doctors, paramedics, clinical staff and pharma companies

- Improved diagnosis and advanced personalized care through Video/ Audio Chats with the patients and being able to record and save this conversation
- Improved drug discovery and clinical development owing to quick decision-making processes due to the accessibility of data at each level
- Pharmacy can work as independently and/or Integrated into solution to better manage pharmacy store with Stock, Re-Order Level, Prescribe only the available medicine, Expiry Stock, Non-Moving Items etc



## Regulatory Controls

- Role based access
- Integrating multiple Case Sheets types and multiple discharge summary sheets to comply with State, Central Government Schemes and TPAs

## Patient Journeys

- Conveniently booking appointments online
- Access to healthcare services
- Instils confidence and reliability for quality throughout the patient journey



# Pharma

## Product Name: ePharmaConnect - Pharma ERP

### Role of pharmacies in the healthcare ecosystem

- The role of pharmacies in the healthcare ecosystem is evolving, owing to emerging technologies like artificial intelligence and virtual health
- New technological disruptions at the healthcare value chain, coupled with patients increasingly focusing on well-being and demanding greater healthcare access and convenience has given rise to exciting opportunities for the pharmacists to evolve and expand their role in the healthcare ecosystem
- There is a union of health and wellness, along with an expanded role of telehealth and virtual health care, due to the advent of technology and as technology becomes omnipresent and integrated part of every activity and task we perform
- This drive of exponential change helps in improving convenience, insights and outcomes for patients in their treatment journeys

# Problems faced by Pharmacies



- Pilferage
- Misuse of the drugs
- Lack of co-ordination
- Inventory management
- Shortage of particular drugs
- Expiration
- Warehouse management
- Temperature control
- Shipment visibility



# Monnoe's Technology Solutions

Works exclusively for Manufacturers,  
Dealers & Distributors, Pharmacies

Using Blockchain technology, Monnoe aims at bringing transparency amongst all the stakeholders in the drug distribution network by offering Cloud based Pharmacy ERP Solution that

- Connects Pharmacy Stores, Pharmacy Dealers and Drug Manufacturers
- Brings them on to one single platform to do business seamlessly with a click of a button
- Increases the performance, rotate the capital, generate business and reduce losses

The whole pharma value chain can manage their entire

- Inventory
- Sales
- Purchases

Through technology, Monnoe promises conducting and recording any transaction without intervention of a middle person ensuring

- Efficiency
- Reliability
- Cost-effectiveness
- Security

Bringing patients, dispensaries, hospitals and drug distributors on the same platform to ensure

- Data transparency
- Traceability
- Data integrity
- Data security

Beginning the technological transformation keeping the patient in mind and thinking about how their treatment journeys might get impacted for the good, we make sure that the traditional pharmacist remains a trusted and critical cog in the healthcare ecosystem and is not underutilized



# Advantage



Manufacturers can

- Manage their inventory based on the demand
- Can directly get the requirements time-to-time
- Can view and analyse Demand Vs Supply
- Make business decisions to increase or decrease the production/demand/supply of a certain drug.

Location based consolidation of information for the pharmacies can help reach out to individuals quickly by tracking, re-ordering level items, ageing stocks and expired items

Integration at the back end of Pharmacies, Dealers & Distributors and Manufacturers can pull real time data on transactions and stocks

Pharma chain can update the requirements into the network and send alerts

Pharmacies and Dealers & Distributors with multiple branches can manage intra branch transfers, invoices and payments

Tracking shipment of items upon closure of the transaction, plugging-in to logistics for shipment enablement and multiple format reports are possible on the platform.



# HR & Payroll

HR and Technology have become an integral part in the corporate ecosystem. Modern HR needs to understand employee interests to tailor areas like profile, learning, mentors and roles that will evolve over time. Through technology, need to transform HR transactions into meaningful employee experiences and shape the future of the organization's workforce for the current tasks and future commitments

- HR systems need to create a culture of innovation by keeping up with emerging technologies like AI, machine learning, chatbots, blockchain and helping the organization in staying ahead of the competition
- Organizations needs to choose the right HRMS to manage the entire employee



## Why HRMS?

- HRMS provides the organization with the necessary tools to build, manage and motivate the workforce by streamlining and simplifying HR processes and bring all the HR related activities under one roof.
- HRMS provides tools and data to make the right decisions and demonstrate its value as the most vital function to the C-suite
- Use of cloud and digital technology through HRMS can help HR in making significant contributions to create and maintain a productive workplace
- The HRMS solutions align the organization's people strategy to support its evolving business strategy, by adjusting to the ever-accelerating changes in the business landscape. They need to help transform HR transactions into meaningful employee experiences and shape the future of the organization's workforce for the current tasks and future commitments.

Monneo's all-inclusive and world-class HRMS solutions - Helping HR personnel in managing the workforce of the organization

Multiple customizable modules on:

- |                                  |                          |
|----------------------------------|--------------------------|
| • Employee Data Management       | • Performance Management |
| • Employee & Manager             | • Salary Administration  |
| • Self Service                   | • Asset Tracking         |
| • Leave Management               | • Project/Task Tracking  |
| • Time & Attendance              | • Payroll                |
| • Training and Skill Development | • Statutory Compliance   |
| • Reimbursement Management       | • Loan Management        |
|                                  | • HR Helpdesk            |

### Functionalities like

- Reports
- Dashboards
- Employee profile management

The HRMS solutions come with combination of offline, server based, cloud based and full features across modules with browser-based application developed using ASP/.NET and MS-SQL





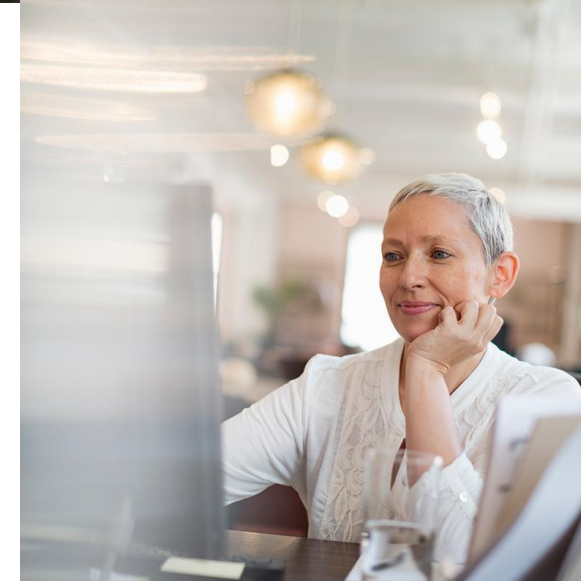
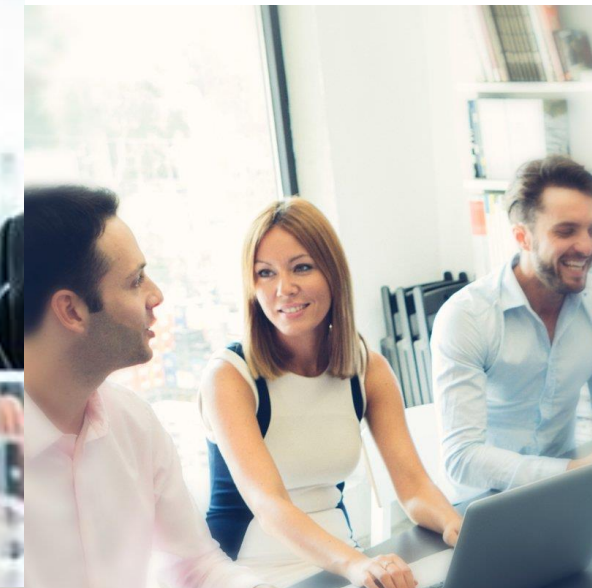
# Advantage

Our comprehensively designed HRMS & Payroll solutions  
Help in bridging the gap between the management and the employees  
Combine simplicity and intelligence to allow personalization and customization  
Adaptable and extensible architecture of the solution enables the organization in meeting ever-changing business practices, regulations and environments ensuring agility and connectivity  
Integration with biometrics bring reliability, flexible time and attendance, in-turn improves the productivity of the organization and performance of the individual employees.

We offer

- Competitive price
- Guaranteed data security
- User friendly interface and
- Ease to use that makes people moments matter the most.

Designed to meet both corporate office priorities and the needs of the regional / divisional offices  
Deliver delightful employee experiences by engaging continuously with the employees and bringing productivity





# Retail

## Product Name: M ERP and M TRADE

### Need for ERP Solutions in the Retail Sector

- When a business grows,
  - The amount of data generated increases - Data is the blood of the business and needs to be kept flowing
  - There are data sources to track
  - Managing all that information across multiple platforms becomes costly, time-consuming and prone to mismanagement
- ERP system can help businesses scale appropriately and account for any increase in demand
- Even if the implementation of ERP solutions for businesses comes with high upfront costs, they save money in the long run by streamlining processes and maximizing workflow efficiency
- ERP systems enable
  - Catalyzing IT innovation
  - Improving speed/time to market
  - Improving performance
  - Rapid elasticity/scalability
  - Access to new technology







## Benefits of ERP Solutions

- ERP systems streamline data while reducing training costs, user error and the expense of maintaining multiple systems
- ERP drive functional excellence in human resources, finance and other key operational units, positioning the wider organization for sustainable growth and success
- It also consolidates this data into a single, easy-to-navigate dashboard, providing greater efficiency, accuracy and insight into your internal processes

## Monneo's ERP Solutions

Monneo's M-Trade and Mobile ERP solutions

- Enable distribution of merchandise between producers(OEM), Dealers/Retailers and Consumers of goods
- Bridges the gap between the buyer and the seller by making it easier to setup and conduct silent bidding – both for buyer and seller and can be accessed from any where in the world
- Uses A cloud/on-premise ERP with IMEI based mobile Sales & Inventory tracking system

For the buyer displays

- New buyer order
- Pending buying request
- Pending BO proposal
- Pending BO confirmation
- Confirmed buying request
- Confirmed buyer order

For the seller displays

- New seller order
- Pending selling request
- Pending SO proposal
- Pending SO confirmation
- Confirmed selling request
- Confirmed selling order

## Advantages

For your ERP journey, Monneo helps to

- Define the need for change and level of the desired transformation by clearly articulate the expected benefits and impact
- Determine the level of customization required
- Seamlessly implement by developing a project roadmap
- Align key stakeholders
- Address change management concerns



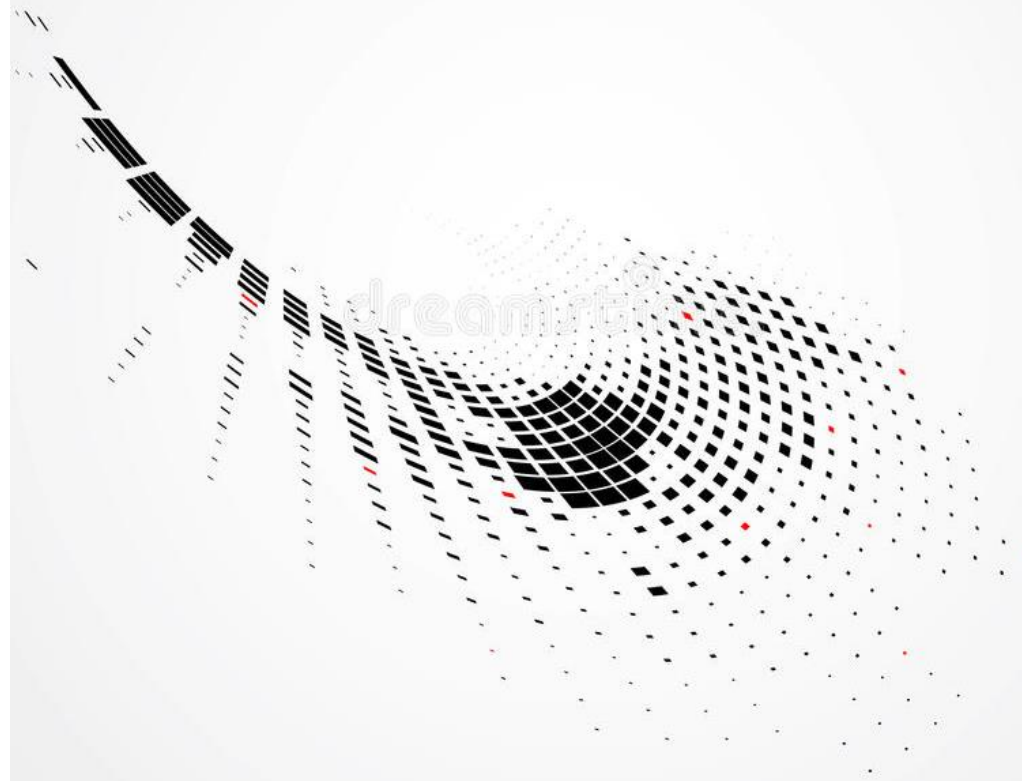


# Technologies

## Business importance of Emerging Technologies

- Emerging technology assist businesses create more effective and less costly operations
- Technology can enhance how a business communicates, with the emergence of several new communication methods
- They enable the following factors
- Better reporting functions
- Facilitate increased employee productivity
- Improve business mobility

# Business cases for emerging technologies

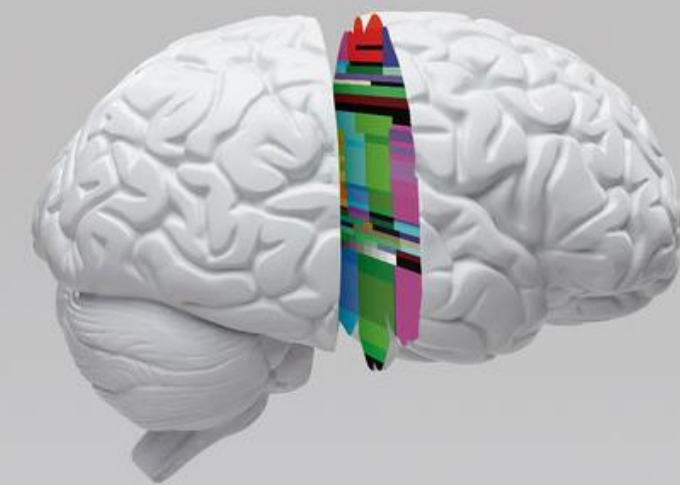


## Blockchain

- Blockchain is transforming from the experimental model to a business case centric model
- Integrating finance and supply chain with blockchain using industry-specific blockchain scenarios enhances the existing benefits of ERP system to another level
- The peer-to-peer, distributed network technology feature of blockchain facilitates multiparty transactions and achieves process optimization, transparency and auditability

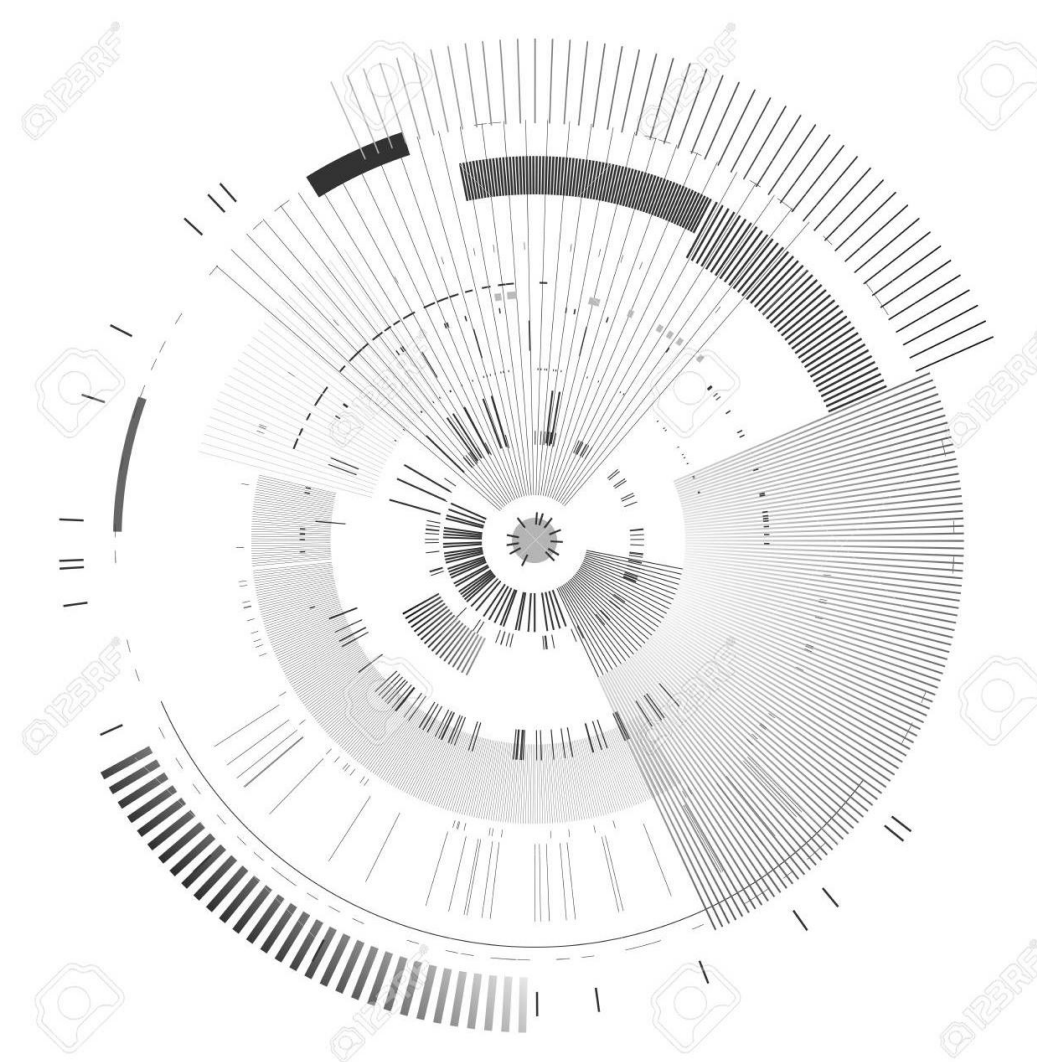
## AI,IA & RPA

- Usage of Artificial Intelligence (AI), Intelligent Automation (IA) and Robotic Process Automation (RPA) is on the rise amongst global enterprises
- Cognitive technology deployments are maturing and value-centric activities are attaining a greater mindshare in deployment discussions
- Combining cognitive technologies allows machine chatbots to work in a more complex scenario that typically requires human judgment in decision making
- AI-enabled chatbots and virtual assistants are already being used widely
- AI, IA and RPA can replace mundane and repetitive processes with nimble and agile process automation to achieve quick turnaround on ROI





# Business Cases for emerging technologies



## Cloud Computing

- Cloud computing enables innovation, reduces capital and operating costs, increases agility and reduces time to market for new products and services
- The security and safety elements of cloud computing are encouraging
- On demand scalability and optimal utilization of cloud-based ERPs as per the requirements leads to cost savings
- Cloud is being used for computing purposes to protect against cyber-attacks, like ransomware

## Internet of Things (IoT)

- IoT is fast moving from a centralized to a cloud-edge architecture, eventually moving away from conventional processor chip enabling new edge architecture
- Internet of things brings multiple advantages to how businesses create and manage their customers' experiences, how they optimize their supply chain processes and how they redefine their core operations
- Industrial IoT (IIoT) enables seamless dataflow across systems/applications/equipment and ERP for centralized monitoring, management and control centre





# Technology stack



## Expertise

We employ the latest and the most powerful and apt technologies, tools and databases to create the best opportunities to serve our customers with delightful experiences

Technologies

- BLOCKCHAIN
- PHP
- JAVA
- DOTNET
- PYTHON
- SCRIPTING LANGUAGES

- MYSQL
- MSSQL
- SQLITE
- ORACLE
- NOSQL
- POSTGRESQL

Databases

Cloud Technologies

- AWS
- AZURE
- CI/CD
- KUBERNETICS



The background of the slide features a light gray, semi-transparent graphic. On the left side, there are several interlocking gears of different sizes. Overlaid on and around these gears is a network of thin, light gray lines and small circular nodes, resembling a circuit board or a data network diagram. The overall aesthetic is technical and modern.

# Other services

- Open source application services
- Business and technology consulting
- Complex systems integration
- Business process services
- IT infrastructure and cloud services
- Analytics, Business Intelligence, CRM,
- Data Warehousing, Supply Chain Management,
- Mobility, Engineering & Manufacturing
- Solutions, ERP & Testing Solutions and more...

# Get in touch

## USA

# 2628 Shadow Glen DR, Little ELM TX, USA 75068

Little ELM TX, USA 75068

+1 18603785576

## India

#83, 3rd Floor, 2nd Main, 3rd Cross,

Ganga Nagar, Bangalore - 560045.

[info@monneotek.com](mailto:info@monneotek.com) | 080-46786666

[www.monneotek.com](http://www.monneotek.com)

India | USA | Malaysia | United Kingdom